

Message Text

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FM AMEMBASSY BUCHAREST

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INFO USMISSION USBERLIN

AMEMBASSY BELGRADE

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

USMISSION OECD PARIS

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY VIENNA

AMEMBASSY WARSAW

AMEMBASSY BERLIN

USMISSION EC BRUSSELS

UNCLAS BUCHAREST 5495

E.O. 11652: N/A

TAGS: OTRA, OCON, EEWT, XG

SUBJ: EASTERN EUROPEAN ECON/COMMERCIAL OFFICERS CONFERENCE

REF: STATE 257487

1. EMBASSY NOMINATES COMMERCIAL ATTACHE HENRY CLARKE AND FUTURE ECONOMIC COUNSELOR RICHARD SCISSORS TO ATTEND CONFERENCE, SCISSORS IS CURRENTLY IN ROMANIAN LANGUAGE TRAINING AT FSI, AND WE HOPE THAT CONFERENCE DATE WILL FIT WITH HIS TRAVEL PLANS TO POST.

2. OUR RECOMMENDATIONS FOR AGENDA TOPICS DEPEND IN PART ON PROGRESS IN GRANTING MFN TREATMENT TO ROMANIA: IF GRANTED, WE WOULD WANT TO DISCUSS BROADER RANGE OF OPTIONS FOR FUTURE COMMERCIAL POLICY AND PROGRAMS HERE THAN NOW APPEARS REASONABLE. FOLLOWING TOPICS REFLECT OUR PRESENT NEEDS, WHICH UNCLASSIFIED

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WE EXPECT TO BE HELPFUL EVEN IF MFN STILL STALLED IN FEBRUARY.

A) USDOC/BEWT PRIORITIES AND LIMITATIONS ON FUTURE PROMOTIONAL ACTIVITIES, PARTICULARLY FOR FY 1976 AND 1977, BOTH IN PRODUCT LINES AND TYPES OF PROMOTION (ESP. MISSIONS, SEMINARS AND FAIRS).

B) AN INFORMAL DISCUSSION, PERHAPS IN FORM OF PANEL LED BY EMBASSIES MOSCOW AND WARSAW, OF ORGANIZATIONS AND TECHNIQUES USED SUCCESSFULLY-- OR PERHAPS EVEN NOTABLE FAILURES -- IN ASSISTING BUSINESS TO CIRCUMVENT BUREAUCRATIC OBSTACLES. PROBLEMS RANGE FROM VISAS, APARTMENTS, AUTOMOBILES, AND CURRENCY REGULATIONS FOR FAMILIES, TO HIRING LOCAL REPRESENTATIVES AND COORDINATING COUNTERPURCHASE CONTRACTS BETWEEN FTOS. WE ARE UNDER IMPRESSION THAT EMBASSIES IN LARGER CEMA COUNTRIES HAVE ESTABLISHED MORE EFFECTIVE CHANNELS FOR ASSISTING BUSINESS WITH HOST GOVERNMENT BUREAUCRACIES AND WE WOULD LIKE TO PROFIT FROM THEIR EXPERIENCE.

C) QUESTION-ANSWER SESSION WITH EXIM REPRESENTATIVE ON MECHANICS OF EXIM/CFF FACILITIES, ESPECIALLY FOR SMALLER TRANSACTIONS, PARTICULARLY IN LIGHT OF NEW EXIM LEGISLATION.

D) CURRENT PROCEDURES AND CRITERIA FOR EXPORT LICENSES.

E) VISA PROCEDURES FOR EASTERN EUROPEAN BUSINESS TRAVEL TO U.S.

F) ROLE OF EWTC.EMBASSY UNDERSTANDS THAT NEW GUIDELINES UNDER CONSIDERATION BUT WOULD LIKE TO LEARN DETAILS.

G) DISCUSSION OF EFFECTIVENESS OF US-ORIGIN TRADE INQUIRIES.

H) COMMERCIAL POLICY IN POST-MFN ENVIRONMENT.

I) EXPERIENCE IN MOSCOW, WARSAW AND WASHINGTON WITH JOINT ECONOMIC COMMISSIONS' USEFULNESS IN FUTURE.
BARNES

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